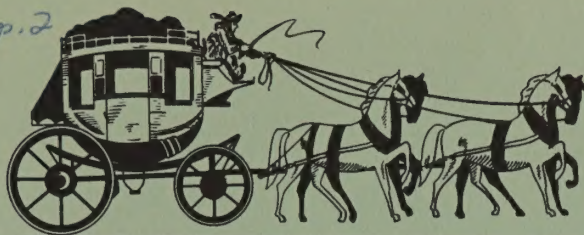


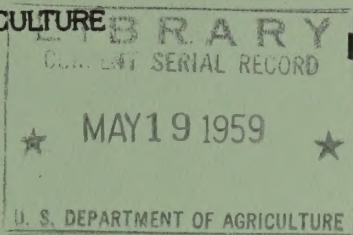
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NODAK CROP INSURANCE NEWS

FARGO, NORTH DAKOTA

UNITED STATES DEPARTMENT OF AGRICULTURE



1959 Edition No. 4

March 3, 1959

SALES — Time has been moving along and March 31, 1959, which looked like a long way off last fall, is just around the corner. We are into the last few weeks of the 1959 sales campaign and some agents still haven't left the starting post. Please advise us as to why this is.

"There is a difference between good sound reasons and reasons that sound good." Which applies to you?

With the last issue of the Nodak News we showed you the status of the sales campaign as of February 25. We aren't going to do that this week since there aren't too many changes.

Last week's report showed Burleigh and Golden Valley Counties without a sale. Billings is now a part of Stark County so it will show a zero. Only one sale had been made in Burke, Mountrail, Oliver and Renville Counties. We hope these agents are holding out on us and have applications to transmit.

It wouldn't take much selling to show a gain in those counties where we are less than 20 crops covered behind last year.

Contacts are necessary to make sales. This has been proven in past years and is being proven again and again this year. Just ask the agents in those counties where 20 or more sales have been made.

Let's make our time count from now on and let's show a gain in every county in the State for 1959.

Along this line it has been said -

"The greatest pleasure in life is doing what people say you cannot do". We feel sure you can, so go to it.

COLLECTIONS - Right now we estimate that 500 crops will be terminated because the 1958 account won't be paid by March 31. We have a collector working in our Service Agreement counties and he is proving that collections can be made if the insured is contacted. He is saving contracts through his efforts. Every agent should be out making collection contacts along with his sales contacts. Make our estimate look silly by the collections you make. Keep the terminations down in your county.

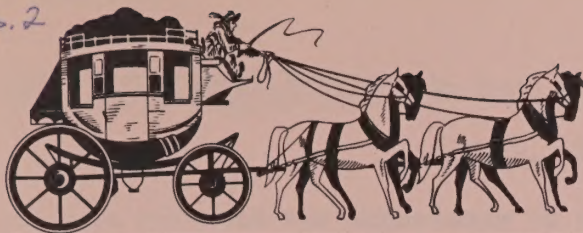
APPLICATIONS - Please transmit as you get them now. Salesmen shouldn't need to hold too many to use as sales aids. If applications move into our office in an even flow, we can usually process them the same day they are received.

ACREAGE REPORTS - Headed up reports are being sent from the Branch Office to those agents that requested them. Other agents should order the supply they need as soon as possible. Our multiple counties have now been converted to the Standard Policy. The 419M acreage report will be used for combined crop protection contracts as we have done in the past. Form FCI-819 will be used where the insured has elected to insure his crops separately. You should order supplies of this form. We will send you the procedures to follow for completing this form in the near future.

All agents will receive procedure in the near future as to how to handle the 5% discount cases.

LISTING OF AGENTS - If you haven't replied to our memo of February 16, do so immediately as we want to prepare a listing in the near future.

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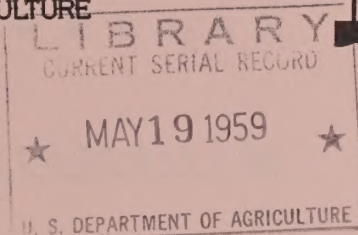


NODAK CROP INSURANCE NEWS

FARGO, NORTH DAKOTA

UNITED STATES DEPARTMENT OF AGRICULTURE

1959 Edition No. 5



March 12, 1959

SALES - Twelve counties show an increase in business for 1959 according to our records. Most of them are far enough over 1958 so that terminations due to unpaid accounts will not affect them, but, several will need more sales to off-set expected terminations. The counties over the top as of now are, Benson, Dickey, Divide, Eddy, Emmons, Foster, Griggs, LaMoure, Morton, Rolette, Towner and Ward.

In many counties just a little more effort would result in an increase in business for 1959. We urge you to make it.

Burleigh and Golden Valley Counties still have the dubious honor of having goose eggs in so far as having new applications on file in the State Office.

Every agent should now be going all out to make contacts. A look at the calendar will show how close we are to the end of the 1959 campaign. After it is over with, will you be able to say that you made every possible effort to explain our program to all the potential applicants in your county?

UNPAID ACCOUNTS - The number is slowly being reduced but there are still too many and we'll terminate far too many contracts unless more attention is given to the collection job. It is possible to make collections if the contacts are made. In collecting as well as selling, it's making the contacts that will result in success or failure.

March 12, 1959

14-00000-100

SALES - The sales of the company for the year 1958 were \$1,000,000.

The sales of the company for the year 1959 were \$1,200,000.

The sales of the company for the year 1960 were \$1,400,000.

The sales of the company for the year 1961 were \$1,600,000.

The sales of the company for the year 1962 were \$1,800,000.

Township and City.

The sales of the company for the year 1963 were \$2,000,000.

The sales of the company for the year 1964 were \$2,200,000.

The sales of the company for the year 1965 were \$2,400,000.

The sales of the company for the year 1966 were \$2,600,000.

Office.

The sales of the company for the year 1967 were \$2,800,000.

The sales of the company for the year 1968 were \$3,000,000.

The sales of the company for the year 1969 were \$3,200,000.

The sales of the company for the year 1970 were \$3,400,000.

The sales of the company for the year 1971 were \$3,600,000.

The sales of the company for the year 1972 were \$3,800,000.

The sales of the company for the year 1973 were \$4,000,000.

The sales of the company for the year 1974 were \$4,200,000.

The sales of the company for the year 1975 were \$4,400,000.

CROP EXPERIENCE LISTING - We have now received the listings from the Branch Office. Your copy will be sent to you as soon as we have recorded the experience to our cards. We regret that there is a delay in the listings this year.

* * * * *

IT COULDN'T BE DONE

Some one said that it couldn't be done,
But he with a chuckle replied
That "maybe it couldn't" but he would be one
Who wouldn't say so 'till he'd tried.
So he buckled right in with a trace of a grin
On his face, if he worried he hid it.
He started to sing as he tackled the thing
That couldn't be done, and did it.

Somebody scoffed, "Oh, you'll never do that;
At least no one has ever done it,"
But he took off his coat and he took off his hat,
And the first thing we knew he'd begun it,
With a lift of his chin and a bit of a grin
Without any doubting or quiddit,
He started to sing as he tackled the thing
That couldn't be done, and he did it.

There are thousands that tell you it cannot be done
There are thousands to prophecy failure
There are thousands to point out to you one by one,
The dangers that wait to assail you.
But just buckle in with a bit of a grin
Just take off your coat and go to it,
Just start to sing as you tackle the thing
That "cannot be done," and you'll do it.

- - - - - Edgar Allen Guest

LISTING OF AGENTS - Please check carefully and advise us of any errors

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FARGO, NORTH DAKOTA

UNITED STATES DEPARTMENT OF AGRICULTURE

NODAK CROP INSURANCE NEWS

1959 Edition No. 6

March 19, 1959

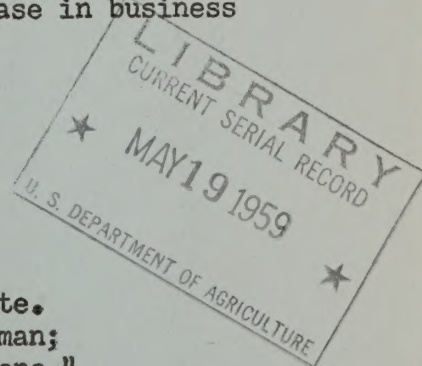
SALES - We have completed a count on sales received in the State Office and cancellations as of March 18. On March 4 we did the same. In comparing the two reports I am pleased to see that our State is finally beginning to hit its stride. However, when a county by county check is made, too many are still not doing their share. In other words they have not sent in any applications or very few during the past two weeks. A small number of counties are carrying the load.

We are in the home stretch now. With all of us driving hard in the remaining time for sales it will be quite a race yet. Then, along with those who have led the field so far, North Dakota will show an increase in business for the first time since 1953. Don't give up now.

* * * * *

"Few ever fail by trying, Few ever win who wait;
All of your setting, sighing, Never will conquer fate.
Whatever path you're hewing, One thing is certain, man;
Either be up and doing or Soon you'll be down and done."

The county by county status is attached. Look it over and see if your county is among the leaders. Need more be said?



Page Edition No. 2

March 10, 1959

SALES - We have completed a count on sales received in the State Office and
cancellations as of March 28. In March I was off the same. In con-
sidering the two reports I was pleased to see that our State is finally beginning
to lift its stride. However, when a country check is made, too many
of them will not deliver their share. In other words, they are not sent in any
of the same or were not sent in the first place. A small number of counties
are carrying the load.
We are in the last stretch now. The time is running out in the
counting time for which it will be paid. I am sure that with these
who have had the State in for North Dakota will also be successful in business
for the first time in the history of the State.

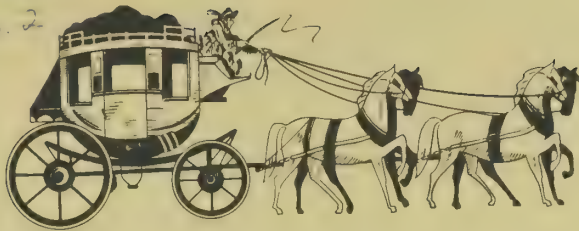
When ever fall by looking, how ever, in the north
All of your waiting, looking, how ever, in the north
Whatever path you're taking, in the north, you
It'll be up and down, in the north, you'll be down and gone.

The county by county, in the north, you'll be down and gone. Look it over and see if your
counting the same, the ledger, they are in the north?

STATUS OF SALES CAMPAIGN (as of March 18, 1959)

COUNTY	1958 Crops Covered	Cancelled for 1959 Rec'd S. O.	1959 Crops Covered Rec'd S.O.	Net Crops Covered For 1959	Gain or Loss
Adams	113	27	4	90	-23
Barnes	1,559	117	48	1,490	-69
Benson	417	59	108	466	+49
Billings	91	17	0	74	-17
Bottineau	1,345	86	17	1,276	-69
Bowman	126	24	6	108	-18
Burke	202	16	3	189	-13
Burleigh	273	32	0	241	-32
Cass	1,835	244	43	1,634	-201
Cavalier	837	115	11	733	-104
Dickey	295	156	616	755	+460
Divide	169	9	91	251	+82
Dunn	138	16	13	135	-3
Eddy	181	31	41	191	+10
Emmons	162	28	29	163	+1
Foster	318	21	32	329	+11
Golden Valley	210	33	4	181	-29
Grand Forks	1,357	172	192	1,377	+20
Grant	177	27	9	159	-18
Griggs	232	31	253	454	+222
Hettinger	185	19	7	173	-12
Kidder	227	23	4	208	-19
LaMoure	506	119	357	744	+238
Logan	295	47	16	264	-31
McHenry	313	41	20	292	-21
McIntosh	397	29	2	370	-27
McKenzie	178	33	3	148	-30
McLean	1,043	97	6	952	-91
Mercer	241	25	5	221	-20
Morton	404	36	37	405	+1
Mountrail	403	45	3	361	-42
Nelson	375	74	71	372	-3
Oliver	112	5	1	108	-4
Pembina	907	74	59	892	-15
Pierce	762	89	21	694	-68
Ramsey	814	112	5	707	-107
Ransom	603	112	122	613	+10
Renville	276	14	4	266	-10
Richland	1,101	108	64	1,057	-44
Rolette	460	46	98	512	+52
Sargent	553	181	285	657	+104
Sheridan	449	28	18	439	-10
Sioux	68	15	12	65	-3
Slope	113	23	7	97	-16
Stark	247	33	33	247	0
Steele	854	87	29	796	-58
Stutsman	2,600	216	93	2,477	-123
Towner	424	46	122	500	+76
Traill	1,783	224	22	1,581	-202
Walsh	1,463	154	98	1,407	-56
Ward	1,082	60	108	1,130	+48
Wells	340	49	10	301	-39
Williams	1,407	71	58	1,394	-13
Totals	31,022	3,596	3,320	30,746	-276

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FARGO, NORTH DAKOTA

UNITED STATES DEPARTMENT OF AGRICULTURE

NODAK CROP INSURANCE NEWS

1959 Edition No. 7

March 26, 1959

SALES - Congratulations to each and every one of you that has contributed so much to our 1959 sales campaign. Your efforts have put us over the top and we have an increase in business over 1958.

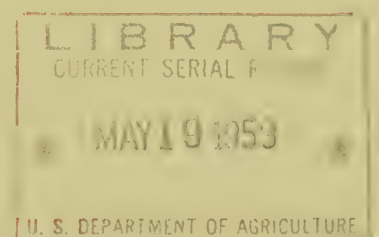
If only those who haven't done too much so far would really hustle the remaining few days we would show at least a 5% increase. Why not tie into it and help the rest get it done. To be able to say you did your part in putting North Dakota on the up-grade again will be a lot of satisfaction to each of you, I'm sure. With a little extra effort on your part now, it can be done.

We are attaching a listing showing sales received in our office as of March 25. Surely you don't want your county to remain where it is now at the end of the sales campaign do you? Others are getting sales and I know you can also. Come on fellows, let's go.

* * * * *

If you think you are beaten you are;
If you think you dare not, you don't.
If you'd like to win, but think you can't,
It's almost a cinch you won't.
If you think you'll lose, you're lost,
For out in the world we find
Success begins with a fellow's will;
It's all in the state of mind.

Life's battles don't always go
To the stronger or faster man;
But soon or late the man who wins
Is the one who thinks he can.



By the way, Martin Schmidt wants all of you to know that he appreciates no end, the cards and letters you have sent him. He wishes all of you a "Happy Easter". Don't forget him either. His condition is about the same except for some movement in his left leg, not much but enough to give him hope that he may work out of it. His arm though is completely useless to him. If you ever go through Devils Lake, visit him at the Mercy Hospital. He enjoys visitors, remembers everybody and likes to talk with people.

* * * * *



By the way, I hope you will be able to know that I appreciate no end, the way you have been able to give me a "happy Easter". Don't forget him either. His condition is about the same except for some movement in his left leg, not much but enough to give him hope that he may work out of it. His arm though is completely useless to him. If you ever go through Devil's Lake, visit him at the hospital. He enjoys visitors, remembers everybody and likes to talk with them.

* * * * *

STATUS OF SALES CAMPAIGN (as of March 25, 1959)

COUNTY	1958 Crops Covered	Cancelled for 1959 Rec'd S.O.	1959 Crops Covered Rec'd S.O.	Net Crops Covered For 1959	Gain or Loss
Adams	113	27	14	100	-13
Barnes	1,559	117	50	1,492	-67
Benson	417	59	119	477	+60
Billings	91	17	0	74	-17
Bottineau	1,345	86	21	1,280	-65
Bowman	126	24	8	110	-16
Burke	202	16	3	189	-13
Burleigh	273	32	4	245	-28
Cass	1,835	244	48	1,639	-196
Cavalier	837	113	25	749	-88
Dickey	295	156	616	755	+460
Divide	169	9	91	251	+82
Dunn	138	16	13	135	-3
Eddy	181	31	44	194	+13
Emmons	162	28	29	163	+1
Foster	318	21	44	341	+23
Golden Valley	210	33	4	181	-29
Grand Forks	1,357	168	218	1,407	+50
Grant	177	27	10	160	-17
Griggs	232	31	250	451	+219
Hettinger	185	19	14	180	-5
Kidder	227	23	4	208	-19
LaMoure	506	119	376	763	+257
Logan	295	47	16	264	-31
McHenry	313	41	20	292	-21
McIntosh	397	29	2	370	-27
McKenzie	178	33	3	148	-30
McLean	1,043	97	6	952	-91
Mercer	241	25	5	221	-20
Morton	404	36	36	404	0
Mountrail	403	45	8	366	-37
Nelson	375	74	75	376	+1
Oliver	112	5	1	108	-4
Pembina	907	74	60	893	-14
Pierce	762	88	26	700	-62
Ramsey	814	112	21	723	-91
Ransom	603	112	124	615	+12
Renville	276	14	8	270	-6
Richland	1,101	108	67	1,060	-41
Rolette	460	46	98	512	+52
Sargent	553	183	297	667	+114
Sheridan	449	28	18	439	-10
Sioux	68	15	12	65	-3
Slope	113	23	7	97	-16
Stark	247	33	33	247	0
Steele	854	87	31	798	-56
Stutsman	2,600	216	121	2,505	-95
Towner	424	46	159	537	+113
Traill	1,783	224	26	1,585	-198
Walsh	1,463	153	97	1,407	-56
Ward	1,082	60	128	1,150	+68
Wells	340	49	13	304	-36
Williams	1,407	71	63	1,399	-8
Totals	31,022	3,590	3,586	31,018	-4

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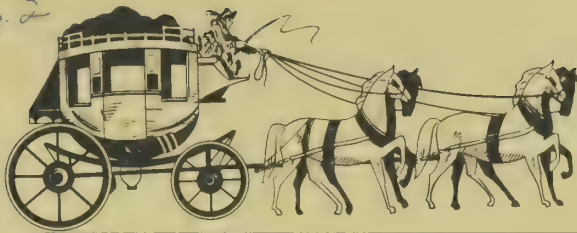
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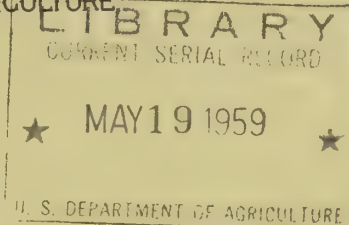
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NODAK CROP INSURANCE

FARGO, NORTH DAKOTA

UNITED STATES DEPARTMENT OF AGRICULTURE



1959 Edition No. 8

April 29, 1959

SALES - We have completed a successful sales campaign for 1959. North Dakota has joined the States showing an increase in business. Our count as of April 27, shows that we have an increase of 2,009 crops covered over 1958. We have 27 counties showing an increase. Supervisor Thexton has 10 counties in his area. Nine of these show more business and the other missed by only two crops covered. "Red" will probably demand a recount.

You can see by the enclosed report that we have increased the 1959 business in every Supervisor's area except Supervisor Markel's. We feel sure that had his agents put forth a little more real effort some of his counties would also have shown an increase. To these and all other agents who failed to show an increase, let me say, start now so that another year won't show the same results.

The efforts of many people were used in this year's campaign and those efforts have paid off. Our congratulations go to Agents Jim King, Ray Stroh, Joe Anderson, N. J. Lian, Duane Beaver, George Opland, Art Jorgensen and Emil Hilken, for the outstanding work they did. Our fieldmen certainly deserve an orchid for their efforts because there would have been no increase in business except for them. Supervisor Erickson's crew of Bennie Kylo, Gordon Gunderson and Swen Kjonaas, under the supervision of Paul Craig, were tops in the State. Supervisor Thexton had Joe Sparrow and Lewis Armstrong carrying the ball in his area.

1917, 1918

1919, 1920, 1921

1922

The following table shows the results of the experiments conducted during the years 1917, 1918, 1919, 1920, 1921, and 1922. The table is divided into two main sections, one for the years 1917-1921 and another for 1922. Each section contains a list of experiments, the dates when they were conducted, and the results obtained. The results are given in terms of the number of plants that survived, the number of plants that died, and the number of plants that were lost. The table also shows the number of plants that were lost due to disease, the number of plants that were lost due to insects, and the number of plants that were lost due to other causes. The table is arranged in chronological order, with the experiments of 1917 at the top and the experiments of 1922 at the bottom. The table is divided into two main sections, one for the years 1917-1921 and another for 1922. Each section contains a list of experiments, the dates when they were conducted, and the results obtained. The results are given in terms of the number of plants that survived, the number of plants that died, and the number of plants that were lost. The table also shows the number of plants that were lost due to disease, the number of plants that were lost due to insects, and the number of plants that were lost due to other causes. The table is arranged in chronological order, with the experiments of 1917 at the top and the experiments of 1922 at the bottom.

Arnold Ramsvig, an Iowa fieldman, also helped in Red's area. Supervisor Schonberger had Lewis R. Gissel. Supervisor Olson's fieldmen were August Neff, Adolph Feyereisen, Jon F. Sparrow and C. K. Lane. Supervisor Markel's fieldmen were Dale Hoffmeyer, Ollie Billson and Nebraska fieldman, George Winston. Markel's men however, all resigned by March 1st. and he was unable to replace them before the sales campaign was over.

Fieldman Jim Meisner, who is now in Illinois as a District Supervisor, deserves credit for the work he did in Divide County last summer.

Agents put on an excellent advertising campaign in the newspapers, over the radio and T.V. Many good letters and cards were developed by agents. We, in the State Office, developed some, too, and we mimeographed thousands of the letters and cards that were used.

SALES REPORTS - If you haven't completed the report on your campaign, please do so immediately.

ACREAGE REPORTS - Now we must turn to servicing the contracts we have. The acreage report is the most important document that the insured must file. We have received only a few in the State Office so far but, these indicate that all of us need to study the procedures in more detail. Please review the reports carefully before submitting and please submit some as soon as you can.

NATIONAL CONFERENCE - From May 4 through May 8 the State Director, Office Manager and District Supervisors will be attending a National Crop Insurance Conference in Washington, D. C. Key Adjusters or Fieldmen will be handling the Supervisor's duties during the time he is gone so if you have any problems, contact the person that the Supervisor has left in charge. I hope you won't run into too much difficulty before we get back. Check your various procedures and I'm sure you will not.

Again let me congratulate all who have worked so hard to make our 1959 sales campaign as successful as it was.

STATUS OF SALES CAMPAIGN (As of April 27, 1959)

COUNTY	1958 Crops Covered	Cancelled For 1959 Rec'd S.O.	1959 Crops Covered Rec'd S.O.	Net Crops Covered For 1959	Gain or Loss
<u>(ERICKSON'S AREA)</u>					
Barnes	1,559	123	57	1,493	-66
Cass	1,835	256	244	1,823	-12
Dickey	295	164	699	830	+535
Griggs	232	31	270	471	+239
LaMoure	506	125	517	898	+392
Ransom	603	124	233	712	+109
Richland	1,101	119	120	1,102	+1
Sargent	553	186	375	742	+189
Steele	854	93	49	810	-44
Stutsman	2,600	226	179	2,553	-47
Traill	1,783	236	121	1,668	-115
TOTALS	11,921	1,683	2,864	13,102	+1,181
<u>(THEXTON'S AREA)</u>					
Benson	417	62	168	523	+106
Cavalier	837	123	145	859	+22
Eddy	181	39	62	204	+23
Foster	318	27	88	379	+61
Grand Forks	1,357	166	280	1,471	+114
Nelson	375	76	168	467	+92
Pembina	907	82	84	909	+2
Ramsey	814	124	135	825	+11
Towner	424	50	299	673	+249
Walsh	1,463	170	169	1,462	-1
TOTALS	7,093	919	1,598	7,772	+679
<u>(SCHONBERGER'S AREA)</u>					
Bottineau	1,345	92	75	1,328	-17
Burke	202	17	5	190	-12
Divide	169	12	104	261	+92
McHenry	313	42	58	329	+16
McLean	1,043	100	24	967	-76
Mountrail	403	55	26	374	-29
Pierce	762	89	83	756	-6
Renville	276	25	39	290	+14
Rolette	460	49	148	559	+99
Ward	1,082	80	205	1,207	+125
Williams	1,407	78	146	1,475	+68
TOTALS	7,462	639	913	7,736	+274

STATUS OF SALES CAMPAIGN (As of April 27, 1959)

COUNTY	1958 Crops Covered	Cancelled For 1959 Rec'd S.O.	1959 Crops Covered Rec'd S.O.	Net Crops Covered For 1959	Gain or Loss
<u>(OLSON'S AREA)</u>					
Burleigh	273	37	78	314	+41
Emmons	162	29	41	174	+12
Kidder	227	26	36	237	+10
Logan	295	61	32	266	-29
McIntosh	397	34	94	457	+60
Mercer	241	27	17	231	-10
Morton	404	45	40	399	-5
Oliver	112	6	7	113	+1
Sheridan	449	35	48	462	+13
Wells	340	53	24	311	-29
TOTALS	2,900	353	417	2,964	+64
<u>(MARKEL'S AREA)</u>					
Adams	113	30	14	97	-16
Billings	91	17	0	74	-17
Bowman	126	29	9	106	-20
Dunn	138	28	17	127	-11
Golden Valley	210	38	10	182	-28
Grant	177	37	16	156	-21
Hettinger	185	25	18	178	-7
McKenzie	178	38	9	149	-29
Sioux	68	17	14	65	-3
Slope	113	30	7	90	-23
Stark	247	50	36	233	-14
TOTALS	1,646	339	150	1,457	-189
<u>(SUPERVISORS)</u>					
Erickson	11,921	1,683	2,864	13,102	+1,181
Thexton	7,093	919	1,598	7,772	+679
Schonberger	7,462	639	913	7,736	+274
Olson	2,900	353	417	2,964	+64
Markel	1,646	339	150	1,457	-189
STATE TOTALS	31,022	3,933	5,942	33,031	+2,009

